



CANNON BUILDING
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DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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WEBSITE: WWW.DPR.DE.LAWARE.GOV

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, July 5, 2012 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA
(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 7, 2012
- 3.0 New Business
 - 3.1 Update from the Commission – Mr. Doyle
 - 3.2 Discussion Regarding Annual Seminar
 - 3.2 Review of Letters of Intent and Course Evaluations
 - 3.3 Review of Course Provider Applications
 - 3.3.1 Course Provider: The Frederick Academy of Real Estate
 - 3.3.1.1 Course Title: Core Module 1 – Agency & Fair Housing
Credit Hours: 3.0
 - 3.3.1.2 Course Title: Core Module 2 – Professional Standards
Credit Hours: 3.0
 - 3.3.1.3 Course Title: Core Module 3 – Real Estate Documents
Credit Hours: 3.0
 - 3.3.1.4 Course Title: Core Module 4 – Office Management

Credit Hours: 3.0

3.3.1.5 Course Title: Core Module 5 (Legislative Issues) – Agency
Credit Hours: 3.0

3.3.1.6 Course Title: Core Module 5 (Legislative Issues) – Deferred Exchanges & Capital
Gains Tax
Credit Hours: 3.0

3.3.1.7 Course Title: Core Module 5 (Legislative Issues) – Bankruptcy
Credit Hours: 3.0

3.3.1.8 Course Title: Core Module 7 (Elective): Foreclosures
Credit Hours: 3.0

3.3.1.9 Course Title: Core Module 7 (Elective): Practice of Appraising
Credit Hours: 3.0

3.3.1.10 Course Title: 99 Hour Delaware Pre-Licensing Course
Credit Hours: 99.0

3.3.2 Course Provider: Sussex County Association of Realtors

3.3.2.1 Course Title: Delaware Pre-Licensing Course
Credit Hours: 99.0

3.3.2.2 Course Title: Delaware Broker's Licensing Course
Credit Hours: 99.0

3.3.2.3 Course Title: New Salesperson Module 1
Credit Hours: 3.0

3.3.2.4 Course Title: New Salesperson Module 2
Credit Hours: 3.0

3.3.2.5 Course Title: New Salesperson Module 3
Credit Hours: 3.0

3.3.2.6 Course Title: New Salesperson Module 4
Credit Hours: 3.0

3.3.2.7 Course Title: Core Module 1
Credit Hours: 3.0

3.3.2.8 Course Title: Core Module 2
Credit Hours: 3.0

3.3.2.9 Course Title: Core Module 3
Credit Hours: 3.0

3.3.2.10 Course Title: Core Module 4
Credit Hours: 3.0

3.3.2.11 Course Title: Core Module 5

Credit Hours: 3.0

3.3.2.12 Course Title: Core Module 6
Credit Hours: 3.0

3.3.3 Course Provider: Association of Realtors School

3.3.3.1 Course Title: Be Google-tastic
Credit Hours: 3.0

3.3.3.2 Course Title: New Negotiating Edge – Getting Past NO!
Credit Hours: 7.0

3.3.3.3 Course Title: The Little EXTRA in EXTRAordinary Customer Service
Credit Hours: 7.0

3.3.4 Course Provider: Jack Lingo, Inc., REALTOR

3.3.4.1 Course Title: Core Module 1 – Agency & Fair Housing
Credit Hours: 3.0

3.3.4.2 Course Title: Core Module 2 – Professional Standards
Credit Hours: 3.0

3.3.4.3 Course Title: Core Module 3 – Real Estate Documents
Credit Hours: 3.0

3.3.4.4 Course Title: Core Module 5 – Legislative Issues
Credit Hours: 3.0

*3.3.5 Course Provider: The Council of Residential Specialists

3.3.5.1 Course Title: CRS 200 Business Planning & Marketing for the Residential Specialist
Credit Hours: 16.0

3.3.5.2 Course Title: CRS 201 Listing Strategies for the Residential Specialist
Credit Hours: 16.0

3.3.5.3 Course Title: CRS 202 Effective Buyers Sales Strategies
Credit Hours: 16.0

3.3.5.4 Course Title: CRS 204 Buying & Selling Income Properties
Credit Hours: 16.0

3.3.5.5 Course Title: CRS 205 Financing Solutions to Close the Deal
Credit Hours: 16.0

3.3.5.6 Course Title: CRS 206 Technologies to Advance Your Business
Credit Hours: 16.0

3.4 Review of Instructor Applications

3.4.1 R. Matthew Longo

Continuing Education: Professional Enhancement: Real Estate Law; Land Development/Zoning

Pre-Licensing Course: Real Estate Law

Broker's Course: Legal & Governmental Aspects of Real Estate

3.4.2 William Lublin

Continuing Education: Professional Enhancement: CBR Courses; Risk Management

3.4.3 Andrew Wetzer

Continuing Education: Professional Enhancement: Realtors Property Resource; e-Pro

3.4.4 John Kerrigan

Continuing Education: Professional Enhancement: Lead; Radon; Water; Construction; Pest Control; Mold, Personality Typing; NLP; Stucco

3.4.5 Jane Patchell

Continuing Education: Salesperson Core Course; Broker Core Course

Pre-Licensing: Real Estate Law

Broker's Course: Real Estate Documents; Legal & Governmental Aspects of Real Estate

3.4.6 Lewis Rodin

Continuing Education: Professional Enhancement: All Appraisal Related Topics; RE Office Management; Residential RE Management; Consulting for Appraisers; Valuation of Residential Property; FHA/VA Topics

3.5 Review Student Requests for Approval of Educational Activity

3.5.1 Student Name: Christopher Payne
Course Title: Module 2: NAR Ethics
Course Provider: SCAOR
Credit Hours: 3.0

3.5.2 Student Name: Tanya Gibbs
Course Title: Module 2: NAR Ethics
Course Provider: SCAOR
Credit Hours: 3.0

3.5.3 Student Name: Lynn Morrow
Course Title: Module 2: NAR Ethics
Course Provider: SCAOR
Credit Hours: 3.0

3.5.4 Student Name: Terry Best
Course Title: Module 2: NAR Ethics
Course Provider: SCAOR
Credit Hours: 3.0

3.5.5 Student Name: Adrienne Weber-Schwandtner

Course Title: Module 2: NAR Ethics
Course Provider: SCAOR
Credit Hours: 3.0

3.5.6 Student Name: Beverly Foote
Course Title: Module 2: NAR Ethics
Course Provider: SCAOR
Credit Hours: 3.0

3.5.7 Student Name: Teresa Graham
Course Title: Module 2: NAR Ethics
Course Provider: SCAOR
Credit Hours: 3.0

3.5.8 Student Name: Gertrude Hillman
Course Title: Module 2: NAR Ethics
Course Provider: SCAOR
Credit Hours: 3.0

3.5.9 Student Name: Beth Bozman
Course Title: Module 2: NAR Ethics
Course Provider: SCAOR

Credit Hours: 3.0

3.5.10 Student Name: Marisa Chaves
Course Title: Module 2: NAR Ethics
Course Provider: SCAOR
Credit Hours: 3.0

3.5.11 Student Name: Brenda Archer-Nichols
Course Title: Module 1: Agency & Fair Housing
Course Provider: SCAOR
Credit Hours: 3.0

3.5.12 Student Name: JoAnn Campbell
Course Title: Module 1: Agency & Fair Housing
Course Provider: SCAOR
Credit Hours: 3.0

3.5.13 Student Name: Katherine Panco
Course Title: Module 1: Agency & Fair Housing
Course Provider: SCAOR
Credit Hours: 3.0

3.5.14 Student Name: Katherine Panco
Course Title: Module 5: Legislative Update
Course Provider: SCAOR
Credit Hours: 3.0

3.5.15 Student Name: Brenda Archer-Nichols
Course Title: Module 5: Legislative Update

Course Provider: SCAOR

Credit Hours: 3.0

3.5.16 Student Name: JoAnn Campbell
Course Title: Module 5: Legislative Update
Course Provider: SCAOR
Credit Hours: 3.0

3.5.17 Student Name: Alexander Gamble
Course Title: 14 Hour Mandatory First Renewal
Course Provider: Suburban West Realtors Association
Credit Hours: 14.0

3.5.18 Student Name: James Gevurtz
Course Title: UPCS Inspection Protocol
Course Provider: DE NAHRO
Credit Hours: 10.0

*3.5.19 Student Name: Monica LeBlanc
Course Title: Basic Appraisal Principles
Course Provider: Maritime Institute of Technology
Credit Hours: 28.0

*3.5.20 Student Name: Monica LeBlanc
Course Title: Principles of Land Acquisition
Course Provider: The International Right of Way Association
Credit Hours: 32.0

*3.5.21 Student Name: Monica LeBlanc
Course Title: Principles of Real Estate Law
Course Provider: The International Right of Way Association
Credit Hours: 16.0

*3.5.22 Student Name: Monica LeBlanc
Course Title: Title VI Non-Discrimination In the Federal-Aid Highway Program
Course Provider: Federal Highway Association
Credit Hours: 6.0

*3.6 Review Resume from Barbara Brodoway to Fill New Castle County Public Member Vacancy

4.0 Correspondence

4.1 Review Request from Ward & Taylor Requesting Amendments to Course & Instructor Approvals

5.0 Other Business before the Committee (for discussion only)

6.0 Public Comment

7.0 Next Meeting – August 2, 2012

8.0 Adjournment

Real Estate Education Committee

Agenda –July 5, 2012

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Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.